RJ REYNOLDS
TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

December 20, 1996

RJR Account #023880
Mr. D. Beaudet
ASSOCIATED GROCERS

FEBRUARY DORAL B2G1F / PROMOTION #700046

Dear David:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as **90** skus of B2G1F sleeves (Item #520844) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor Kg	12300-23883	**6**	12300-16612	**2**
Light 100	12300-23881	**6**	12300-15212	**2**

Product PO #G9511/DB ; Displays G9512/DB

Product / Premium Arrival: **January 20, 1997**

Ship Date to Retail: **Week of: January 27, 1997**

SKU CUBE : **1.3600**
SKU WT (w/o Product): **4.0000 lbs**
Retail Sales Offer per Sku: **20 units**

Billing per Sku: **4 Savings Cartons**

EFT $ Amount: **$3,122.08**
(State Breakdown: NH: 5 Cases each style $895.86 /
VT: 1 Case each style $122.17 / Live Product $2,104.05)

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Source: https://www.industrydocuments.ucsf.edu/docs/gtym0000

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves. Buy-1-Get-1-Free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST

SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to **$196.00 (7 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: C. Deshanes
RJR / H. Battle

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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Source: https://www.industrydocuments.ucsf.edu/docs/gtym0000

WHOLESALER PACKING INSTRUCTIONS

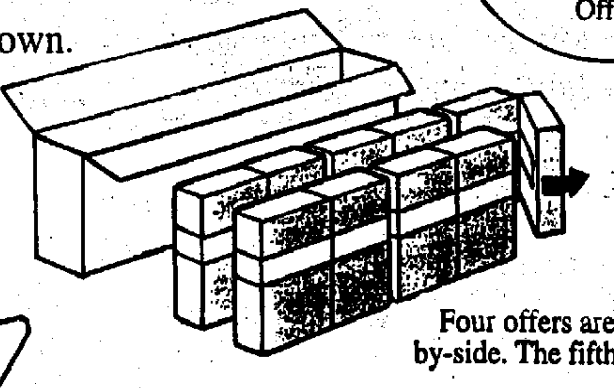
VALUE ADDED PROMOTIONS - 1ST QTR.'97

February / March DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

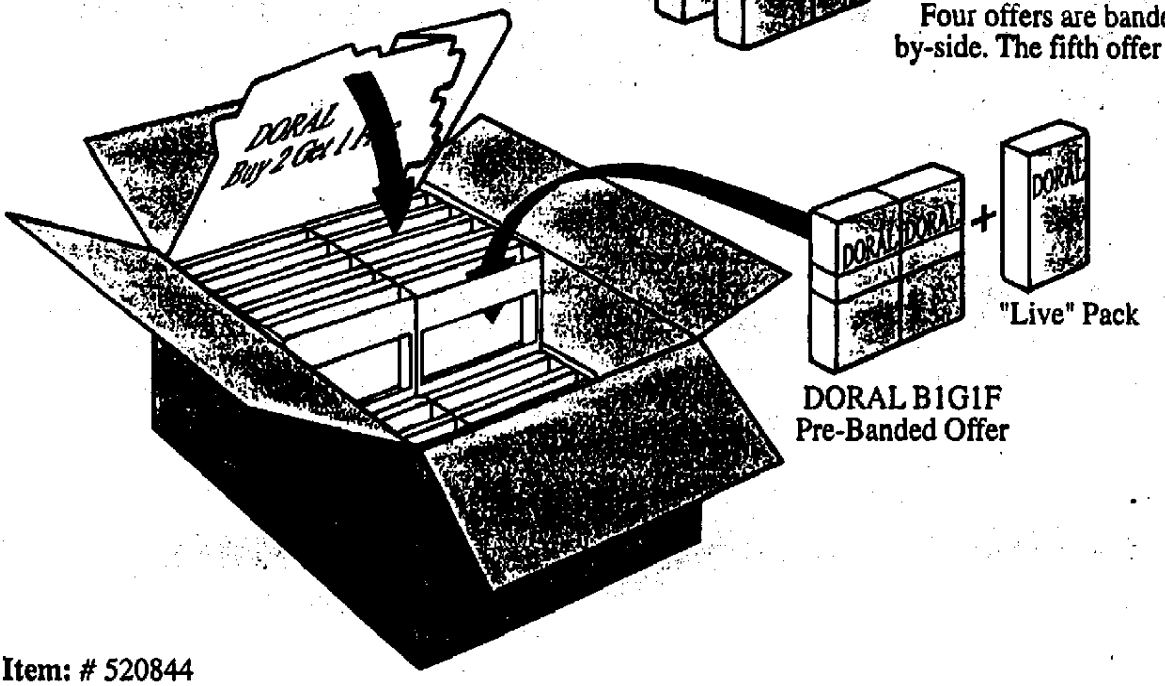
STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve (each case contains 20 sleeves).
3. Add 1 "live" DORAL pack of same brand style to each sleeve.
4. Fold display header card down.
5. Close the case.
6. Ship to retailer.

Each white carton contains 5 Pre-banded 2 Pack "Buy-One-Get-One-Free" DORAL Offers.



Four offers are banded side-by-side. The fifth offer folds out.



"Live" Pack

DORAL B1G1F Pre-Banded Offer

Item: # 520844
Description: DORAL B2G1F Sleeve Kit

Brand Style	FF Kg B1G1F	LT 100 B1G1F	X	FF Kg LIVE	LT 100 LIVE	
Number of Cartons	2	2	X	1	1	

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Source: https://www.industrydocuments.ucsf.edu/docs/gtym0000

WHOLESALER : 023880 ASSOCIATED GROCERS OF <DIRECT>
TEMPLATE : 700046 70200 DOR FEB B2G1F
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
112204	112227	755015	PATCH'S MARKETS INC	ROUTE 302	GLEN	NH	03838	1			10125	(603)383-9742
163804	163825	586256	T-BIRD MINI MART	225 WASHINGTON ST	CLAREMONT	NH	03743	2		5486-0000	90628	(603)542-4429
163801	163827	633097	SAMS SUPERMARKET	JEFFERSON ROAD	WHITEFIELD	NH	03598	2			10057	(603)837-2646
163808	163824	691347	AUBURN MARKET #1	289 CHESTER RD	AUBURN	NH	03032	2			10136	(603)483-8176
163803	163821	707369	T-BIRD MINI MART	ROUTE 119	HINSDALE	NH	03451	2		5486-0000	90626	(603)256-8233
163802		724665	SILVAMART	738 ELM STREET	MILFORD	NH	03055	2			10194	(603)673-9083
112204	112227	105151	SOLOMON'S STORE	MAIN ST	W STEWARTSTOWN	NH	03597	1			10016	(603)246-8822
112204	112227	259388	GRANTS SUPERMARKET	ROUTE 302	GLEN	NH	03838	1			10188	(603)383-4282
112208	112225	674717	DEVYLDERS COMMUNITY	39 CENTER ST	WOLFEBORO FALL	NH	03896	1			10256	(603)569-8944
112204	112227	686977	PIK QUICK	158 MAIN ST	COLEBROOK	NH	03576	1			90683	(603)237-4010
112206	112220	755837	DEEP MEADOW VARIETY	93 LINDEN AVE	EXETER	NH	03833	1				(603)778-1526
112208	112225	247422	NEW DURHAM GENERAL	3 OLD BAY RD	NEW DURHAM	NH	03855	1			10470	(603)859-5400
112208	112225	104760	A&B MINI-MART	RT 153	EAST WAKEFIELD	NH	03830	1			90616	(603)522-3514
112604	112622	253338	DAIRY MART 2335	271 SPRING ST	MEDFORD	MA	02155	1		0205-1100		(617)391-7882
112605	112623	106764	ELM ST MARKET	178 ELM ST	EVERETT	MA	02149	1			90331	(617)387-5520
112805	112827	103306	VILLAGE KNOLL	107 W MAIN ST	MILLBURY	MA	01527	1			10353	(508)865-9290
112806	112825	755567	CHARLIES VARIETY	30 DOUGLAS ST	UXBRIDGE	MA	01569	1			90275	(508)278-7522
113006	113021	108119	BOSTON I STORE	410 HANOVER ST	BOSTON	MA	02113	1			90328	(617)523-4056
113007	113025	759000	CHARTLEY COUNTRY ST	319-B TREMONT STR	REHOBOTH	MA	02769	1			90083	(508)226-4215
113009	113024	108377	BAYSTATE FOODS	1418 BEACON ST	BROOKLINE	MA	02146	1				(617)232-2587
162301	163830	113967	KEELER BAY VARIETY	RT 2	SOUTH HERO	VT	05486	1				(802)372-4465
162301	163830	623843	A AND B BEVERAGE	ROUTE #2	GRAND ISLE	VT	05458	1			90433	(802)372-4531
162301	163827	113857	P E ST MARIE'S STOR	MAIN ST	NORTH TROY	VT	05859	1			90057	(802)988-2285
163801	163829	290293	HALL'S HANDY MART	13 MILL ST	HARDWICK	VT	05843	2			90215	(802)472-6677
163801	163827	105247	TOP-OF-THE-HILL STO	ROUTE 135-DALTON	WHITEFIELD	NH	03598	2			90061	(603)837-9153
163802	163821	104143	CARRS STORE	RT 101	DUBLIN	NH	03444	2			90090	(603)563-8478
163802	163821	075253	T-BIRD MINI MART	ROUTE #202	ANTRIM	NH	03440	2		5486-0000	90627	(603)588-6893
163802	163821	104413	DELAY INC. #349	ROUTE 31	GREENFIELD	NH	03047	2			10349	(603)547-3414
163803	163825	044708	T-BIRD MINI MART	24 ROCKINGHAM ST	BELLOWS FALLS	VT	05101	2		5486-0000	90625	(802)463-4008
163803	163821	104119	RALPHS SUPER	MAIN ST	CHARLESTOWN	NH	03603	2			10182	(603)826-3312
163803	163825	907480	T-BIRD MINI MART	50 CLINTON ST	SPRINGFIELD	VT	05156	2		5486-0000	90263	(802)885-3386
163804	163827	755242	PROCTORS STORE	RT 4A	ENFIELD CENTER	NH	03749	2			10240	(603)632-4638
163804	163827	613485	PATTERSON GROCERY	ROUTE 10	ORFORD	NH	03777	2			90442	(603)353-4703
163806	163826	724756	GREENS CORNER STORE	RTE 162	CENTER HARBOR	NH	03226	2				(603)253-4514
163806	163826	104991	BOB'S KWIK CHEK	S. MAIN ST. ROUTE	PLYMOUTH	NH	03264	2			90512	(603)536-1880
163806	163826	755134	TENNEY MT.KWIK-CHEC	TENNEY MTN RD	PLYMOUTH	NH	03264	2			90513	(603)536-3352
163806	163826	374877	RYEZAK ONE STOP	P.O. BOX 355	RUMNEY	NH	03266	2				(603)786-9776
163806	163826	702881	LIBERTY ROCK COUNTR	RR 1 BOX 8	GRAFTON	NH	03240	2				(603)523-7309
163807	163823	643528	ABBOTTS MKT. #10350	436 D.W.HWY.	MERRIMACK	NH	03054	2			10350	(603)424-3020
163807	163823	104284	TEMPLE FOOD MART	121 BAKER ST	MANCHESTER	NH	03103	2			10145	(603)622-3753
163802	163821	104145	WAYNOS FOOD MART	#10258	ANTRIM	NH	03440	2				(603)588-6363
163807	163823	104261	BEECHMONT MARKET	609 S BEECH ST	MANCHESTER	NH	03103	2			10113	(603)669-3016

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WHOLESALER : 023880 ASSOCIATED GROCERS OF <DIRECT>
TEMPLATE : 700046 70200 DOR FEB B2G1F
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
163806	163826	105040	DANIS SUPER MARKET	WATER ST	PITTSFIELD	NH	03263	2			10064	(603)435-6201
163801	163827	105195	ALDRICH'S MARKET	MAIN STREET	NORTH HAVERHIL	NH	03774	2			90032	(603)787-6241
163801		105252	VILLAGE GROCERY	MAIN ST	BETHLEHEM	NH	03574	2			10281	(603)869-2201
163801	163827	113753	BUDBOS INC.	84 MAIN ST	NEWPORT	VT	05855	2			10134	(802)334-8661
163809		114034	JAQUE'S STORE	MAIN STREET	HUNTINGTON	VT	05462	2				(802)434-2674
163803		229253	CHESTER GENERAL	RTE 103	CHESTER	VT	05143	1			90229	(802)875-3813
163805	163820	318158	CUSTEAUS MKT	RT 111 SHOPPERS V	EAST HAMPSTEAD	NH	03826	2			10465	(603)382-5478
163803	163821	381082	T-BIRD MINI MART	465 WEST ST	KEENE	NH	03431	2		5486-0000	90622	(603)352-0801
163806	163826	420661	COLONIAL VILLAGE MK	PARK AVENUE	CONTOOCOOK	NH	03229	2			10029	(603)746-4600
163808	163824	445687	GOBINS TOWN & CTRY.	#10453	GOFFSTOWN	NH	03045	2			10453	(603)497-2632

PAGE BREAK TOTAL ACCOUNTS 52 TOTAL QUANTITY 85

TEMPLATE TOTAL ACCOUNTS 52 TOTAL QUANTITY 85

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425 SMS425N1 SALES MATERIALS SYSTEM 12/20/96 11:56
ADDRESS SCREEN MASTER ORDER NBR: 6355-0424
FN: ___

ORDERING OFFICE: 16XXXX

****

SHIP TO: ACCOUNT NUMBER: 23880
DIVISION OFFICE:
TERRITORY:
SALES-PERSON:

****

SHIP TO ADDRESS: ASSOCIATED GROCERS
725 GOLD ST

MANCHESTER NH 03103

OPTIONAL FUTURE DELIVERY DATE: 970121 (YYMMDD format)

==========

ENTER - CONTINUE WITH ORDER PF12 - MAIN MENU (RESTART ALLOWED)
PF5 - SKIP THIS ADDRESS
PF9 - ABANDON WITH NO RESTART CAPABILITY PF1 - HELP

90 SKUs
Sleeves
520844
Doral
B2G1F

* 7014-
5217
1/14/97

51862 2820

Source: https://www.industrydocuments.ucsf.edu/docs/gtym0000

To: Battle, Herbert
From: Campbell, Judy
Edited: 12/20/96 11:18
Subject: PO NUMBERS / ASSOCIATED

Hi Herb,

Here is letter for February Doral B2G1F #700046 (shipping 1/20/97 to directs) - will need POs by 1/13/97. I will forward copy of letter to Deshanes next week.

Happy Holidays,
Judy

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Source: https://www.industrydocuments.ucsf.edu/docs/gtym0000

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 01/29/97

ACCOUNT NUMBER: 023880
VOUCHER NUMBER: 15341679
DATE WRITTEN: 01/29/97
STATUS: PAID
AMOUNT PAID: 196.00

ASSOCIATED GROCERS
725 GOLD ST
MANCHESTER , NH 3103

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	7.00	196.00

EXPLANATION: DOR B2G1F 700046 / HB

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Source: https://www.industrydocuments.ucsf.edu/docs/gtym0000